



CYBER EXPOSURE:

Relating Critical Functions,
Threats, Assets, & Vulnerabilities

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CHIEF SECURITY OFFICER

TYPICAL DAY

EMAIL
Check email for
tickets/incidents



ALARM GOES OFF
Grab phone



SLACK
Check Slack for incidents



NEWS
Quick scan of
the news



CYBER NEWS
Quick scan of cyber
security specific news/alerts
(combatting WSJ effect)



Incident

POTENTIAL
COMPROMISE

Employee downloaded
a malicious file from their
personal email account.

*When I review the incident
the questions I ask the
team are as follows...*

- 1 Does the employee have administrative access?
- 2 Do they have access to critical or sensitive data?
- 3 Did you review other activity associated with the account?
- 4 **Did the malware exploit a vulnerability?**

How many other assets have the same vulnerability?

[Check Tenable.io/Tenable.SC](https://tenable.io/Tenable.SC)

What other vulnerabilities does this asset have? [Check Tenable.io/Tenable.SC](https://tenable.io/Tenable.SC)

Is a patch available for the vulnerability?

[Check Tenable.io/Tenable.SC](https://tenable.io/Tenable.SC)

Do we have any threat intel indicating prevalence or targeting for this malware or vulnerability? [Predictive Prioritization](#)

Do any of our other detection/protection mechanisms mitigate the vulnerability?

Do we need to send out a corporate communication?

Do we need to inform employees, vendors, partners, etc.?

Incident POTENTIAL COMPROMISE

Identify					Protect					Detect										Respond			*												
Intelligence	SIEM Alerts	Tenable Vulnerability Mgmt	Endpoint Detection/Response	Vendor Notifications	Tenable Predictive Prioritization	Endpoint Detection/ Prevention	Endpoint Response	Cloud WAF/DDoS	CASB	NG Firewall	Patch Management	Config Mgt/Tenable VM	DNS Protection/Categorization	Email Security	Automated Pen Test	DNS Protection/Categorization	Endpoint Detection/ Prevention	Cloud WAF/DDoS	CASB	Cloud Compliance	NG Firewall	NGFW Analyzer	SaaS Alerts	SIEM	Nessus Network Monitor	DNS Protection/Categorization	Network Full Packet Capture	Network Intrusion Detection	Tenable Vulnerability Mgmt	IR Policy and Procedures	Tenable Vulnerability Mgmt	Forensics Lab (OpenSource Tools)	Endpoint Detection/ Prevention	DR Policy and Procedures	PR Team

CERT Attack Vectors														
Attrition														
Email/Phishing														
Improper Usage														
Loss or Theft														
Other														
Removable Media														
Spoofing														
Unknown														
Web														

MITRE Attack Vectors														
Initial Access														
Execution														
Persistence														
Privilege Escalation														
Defense Evasion														
Credential Access														
Discovery														
Lateral Movement														
Collection														
Exfiltration														
Command & Control														

Incident

CRITICAL VULNERABILITY

Critical vulnerability
is announced for
Linux systems

*When I review the
vulnerability the
questions I ask the
team are as
follows ...*

- 1 How many other assets have the same vulnerability?
Check [Tenable.io/Tenable.SC](#)
- 2 How many of our those assets are considered critical?
Check [Tenable.io/Tenable.SC](#) (asset tagging/grouping – now our source of truth)
- 3 How many are of those assets are externally facing?
Check [Tenable.io/Tenable.SC](#) (asset tagging/grouping)
- 4 Is an exploit available or what is the likelihood of an exploit?
[Threat intelligence/Tenable Vulnerability Priority Rating \(VPR\)](#)
- 5 What is the ease of exploitation?
[Predictive Prioritization](#)
- 6 Is a patch available for the vulnerability?
Check [Tenable.io/Tenable.SC](#)
- 7 Do we have any threat intel indicating prevalence or targeting for this malware or vulnerability? *[Tenable VPR](#)*
- 8 Do any of our other detection/protection mechanisms mitigate the vulnerability?
- 9 Do we need to send out a corporate communication?

Incident

CRITICAL VULNERABILITY

IDENTIFY					PROTECT					DETECT										RESPOND			*												
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Command & Control														

AUDITS



EVIDENCE REQUESTS

FINDINGS TO ADDRESS:

- BYOD Policies
- Security Strategy/Management
- Physical Security – staff passes

SECURITY ASSESSMENT QUESTIONNAIRES (SAQs)

Ref	Question	Please provide as full a response as you can which supports how you meet this requirement
IS13.3	Please describe the process you follow for the validation and remediation of any findings identified as part of the penetration test	Remediation is tracked via a ticket which is created for each vulnerability/weakness discovered during the Pen Test. Progress is tracked to completion and subsequently the ticket(s) will be closed.
IS14	Please describe the process and output of all network vulnerability scans performed.	Vulnerability scans follow the Vulnerability Management Policy. See Policy for additional details.
IS14.1	Please confirm if your vulnerability scans cover:- <ul style="list-style-type: none">- all internal & external network ranges on a monthly basis- cover all network components eg. switches, routers etc- be approved by an Approved Scanning Vendor where appropriate- devices not scanned are raised as issues	Sources of vulnerability findings are derived from both SecurityCenter and Tenable.io products to ensure complete coverage, including: <ol style="list-style-type: none">1. Nessus vulnerability scans2. Nessus Network Monitor (NNM) continuous monitoring3. Results of internal or third party penetration testing4. Log Correlation Engine (LCE) events5. Web applications scans6. Vulnerabilities reported by the United States Computer Emergency Readiness Team (USCERT)
IS14.2	Please describe the controls operated regarding the remediation of any vulnerability scan findings	Discovered vulnerabilities are remediated based on vulnerability management policy. High and Critical vulnerabilities are given priority. These findings are considered proprietary and we are unable to distribute to customers.

SCREENSHOT

THIS IS A SLICE FROM
1 SAQ

7 TABS | **130+**
QUESTIONS

WE RECEIVED
48 SAQs
IN Q4 2018 ALONE!

Customer Contracts

Typical Contract Language

d) Remove from service and the network any workstation, file, disk or other resource on which a virus, threat or security vulnerability is detected until the issue is resolved.

e) **Maintain a periodic vulnerability testing of Supplier's network, infrastructure and applications, regardless of dedicated or non-dedicated networks, and vulnerabilities are to be remediated in accordance with the following timetable:**

- Critical Vulnerabilities within 72 hours of identification.
- High Vulnerabilities within 30 days of identification (CVSS of 7.0-10.0)
- Medium Vulnerabilities within 60 days of identification (CVSS of 4.0-6.9)
- Low Vulnerabilities within 90 days of identification (CVSS of 0.0-3.9.0)

SUPPLY CHAIN RISK MANAGEMENT

IT Risk Security Assessment Questionnaire (SAQ)

Tenable Network Security, Inc. ("Tenable") has a responsibility to ensure all information associated with the company and our customers is appropriately protected during the handling, transmission, storage or processing by a third party organization.

This questionnaire is part of the Tenable Risk Review process for third parties, intended to identify and understand the control environment in place for managing the protection of information in external custody.

SAQ (this worksheet): Please answer all questions and provide relevant explanation or detail in the "Further Information" column. Where necessary, please provide copies of, or extracts from, supporting policy or procedure documents.

Scope: This form is only required for companies that are not ISO or SOC 2 type II compliant. For companies that are ISO or SOC 2 type II compliant, please provide an attestation of your compliance along with a Security Whitepaper.

1 Contact Information

1.1 Company's full legal name

1.1 Date of completion

1.1.1 Briefly outline the service that your company does (or will) provide to Tenable.

1.1.2 Briefly describe relevant systems/applications in terms of the platforms, technologies, architecture).

1.1.3 List the physical locations where Tenable information will be stored.

1.2 Your name

1.3 Job title

1.4 E-mail address

1.5 Telephone number

2 Basic Requirements

2.1 Is your company certified to information security or auditing standards, such as ISO 27001 or SAE 16

2.1 Does your company have documented processes for responding to security incidents?

2.1.1 Does this process ensure that security incidents are reported through to the appropriate channels of Tenable?

2.2 Have you been independently audited in any other way?

Requests from employees for new software/ SaaS/contractor

2.1 Do they have a SOC 2 Type 2 report, recent ISO 27001 audit?

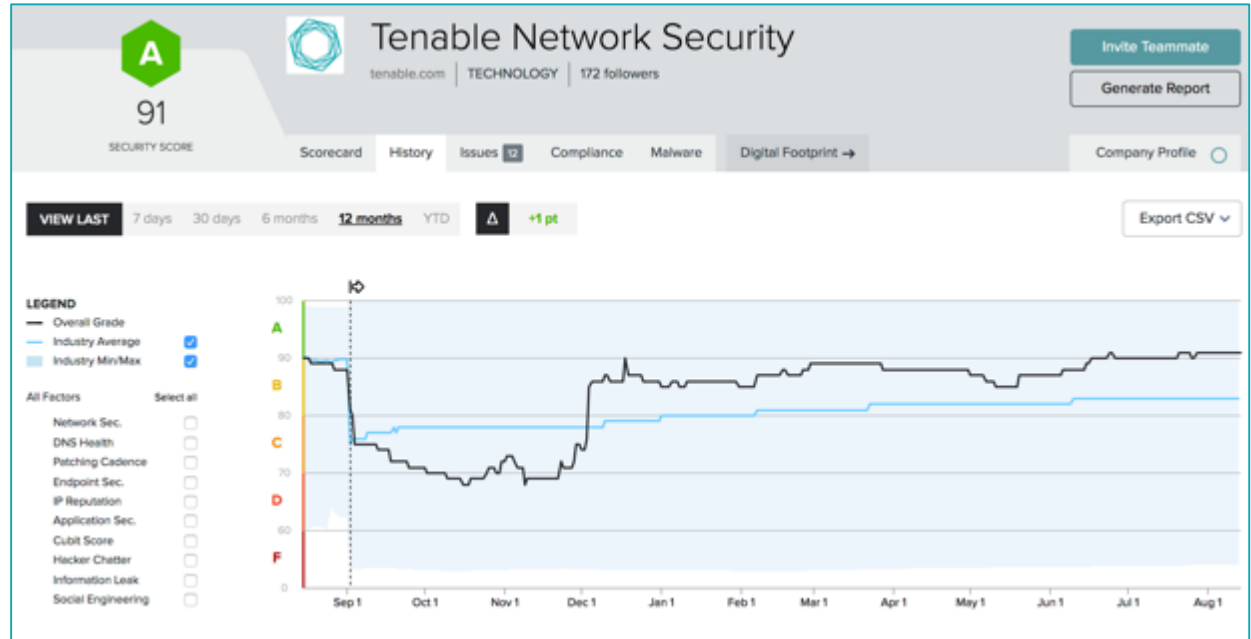
IF NOT, COMPLETE OUR SAQ

ANSWER 90+ QUESTIONS

SCREENSHOT

3rd Party Scorecards

Customer and Partner
3rd party vendor
procurement and security
assessment teams monitor
our scores - so we must.

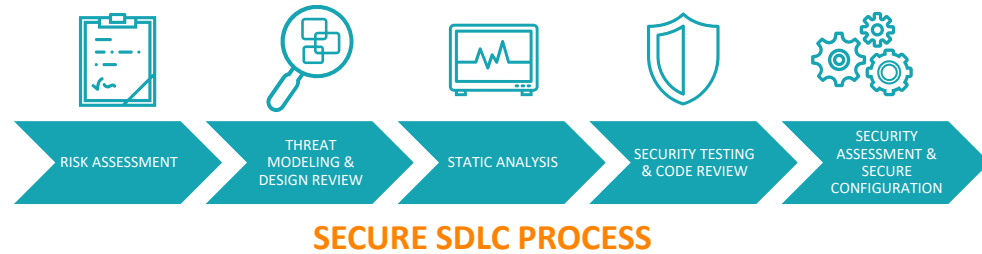


SCREENSHOTS

PRODUCT SECURITY

From the field:

Customer is looking for verification of proper security testing for vulns, exploits, etc. in our product. They don't need specific findings but an executive summary of how we test the security of our products.



Proactive identification of security issues in our products, can you triage, assess and report mitigations and/or plans to address?

Cyber Exposure

WHAT DO I NEED TO IDENTIFY CYBER EXPOSURE?

To combine all these things....

CONTRACTS
PATCHING
COMPLIANCE
3RD PARTY SCORES
SAQs
INTELLIGENCE/PREDICTIVE PRIORITIZATION
OTHER SECURITY TOOLS
SECURITY EVENTS
SUPPLY CHAIN
ASSET CRITICALITY
THREATS
CONFIGURATION
AUDITS
PENETRATOIN TESTS
VULNS



FOCUS ON WHAT MATTERS FIRST



risk *noun*

\ 'risk \

1. : possibility of loss or injury : PERIL
2. : function of :
: ASSETS
: THREATS
: VULNERABILITIES

[CYBER EXPOSURE]

“Cyber Exposure is an emerging discipline for managing and measuring cybersecurity risk in the digital era.

Cyber Exposure transforms security from static and siloed visibility into cyber risk to dynamic and holistic visibility across the modern attack surface.”

Asset Prioritization

IN THE PRIVATE SECTOR

BUSINESS IMPACT ANALYSIS

Identify at a high level impact to key locations, personnel or systems given a disruption, considering the following:



**FINANCIAL
IMPACTS**



**OPERATIONAL
IMPACTS**



**MANAGEMENT
TOLERANCES**



**RESOURCE
DEPENDENCIES**

BIA: Critical Functions, Assets, Services

BUSINESS CONTEXT



Client data and services



External websites



CRM



Productivity suite



Code repositories



Key personnel & facilities

Key Risk Indicators (KRIs)

EXAMPLES WITH KPIs

Tenable.io customer
vulnerability data
disclosure



VISIBILITY, VULNERABILITIES AND
MISCONFIGURATIONS IN T.IO INFRASTRUCTURE

Loss of intellectual
property
(code repos)



ACCESS CONTROLS,
CRITICAL EVENTS IDENTIFIED AND MONITORED

Strategic information
leak (G Suite)



VISIBILITY, CRITICAL EVENTS
IDENTIFIED AND MONITORED,
ACCESS CONTROLS

Damage to brand
or reputation
(external websites)



PENETRATION TESTS, WAS, VM, AMBIONICS

Sales information
leakage
(Salesforce)



VISIBILITY, CRITICAL EVENTS IDENTIFIED AND
MONITORED, ACCESS CONTROL

Asset Prioritization

IN THE PUBLIC SECTOR

National Risk Management Framework



IDENTIFY



ANALYZE



PRIORITIZE



MANAGE



- **3,300** electricity utilities in the U.S.
- **32 EMCs in NC, 76 municipally owned**
- **~70%** of customers get their electricity from IOUs



- **16,000** publicly owned wastewater treatment plants in operation across the country
- **87%** of US are served by publicly owned water/waste
- **NC regulates 90+ Water/Sewer entities**



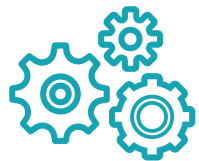
- **7,700** organizations provide public transportation in the U.S.



- There are **1,830,672** miles of oil and gas pipelines across the U.S.
- **8 municipal gas systems in NC**

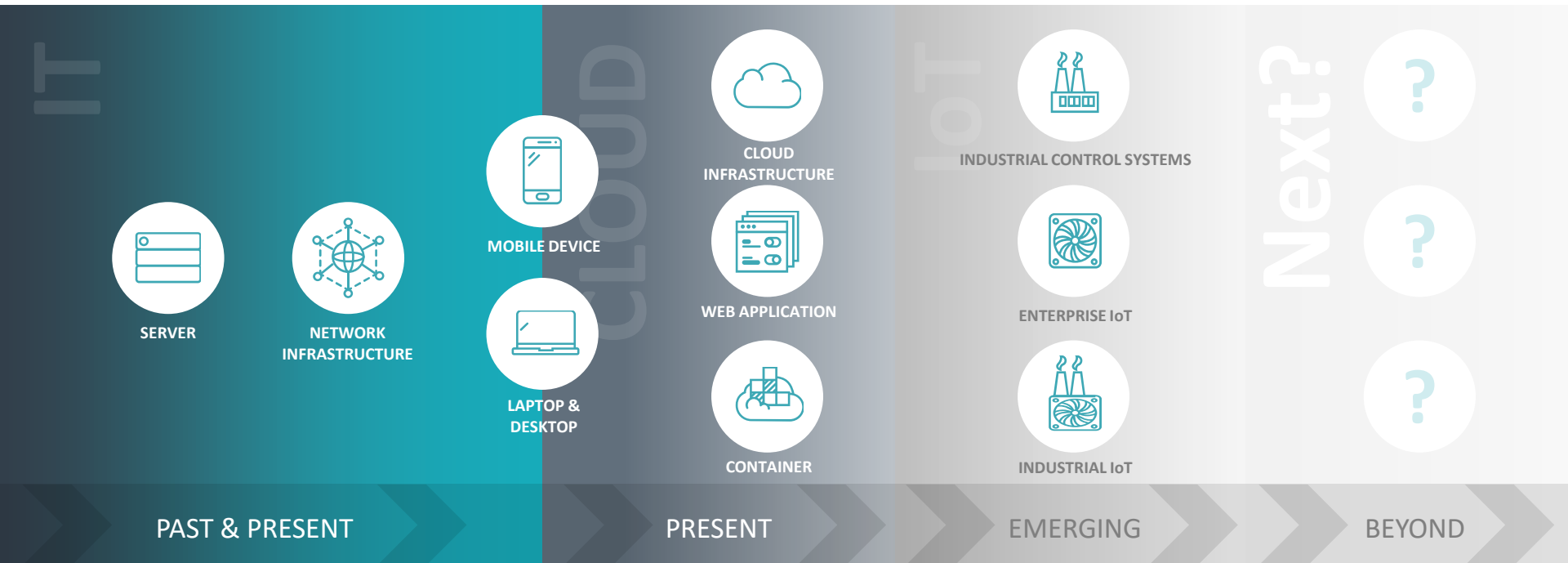


- Cross sector dependencies



ASSETS

Digital transformation has made asset
and vulnerability identification **DIFFICULT**



Threat Prioritization

Intelligence
Deriving
Adversary



INTENT



CAPABILITY



OPPORTUNITY



Data science can measure elements that impact threat intent, capability, and opportunity:

- Threat recency
- Threat intensity
- Exploits available
- Previous attacks/TTPs
- Complexity
- Darkweb, forums, blogs, code repos



risk *noun*

\ 'risk \

1. : possibility of loss or injury : PERIL
2. : function of :
: ASSETS
: **THREATS**
: VULNERABILITIES

16,500

VULNERABILITIES DISCLOSED IN 2018

7%

of vulnerabilities had
an exploit available

63%

of vulnerabilities
discovered in
environments are
CVSS 7+

12%

of vulnerabilities
disclosed in 2017
were CVSS 9+

If Everything Is Important — NOTHING IS

59%
High or Critical



VPR

VULNERABILITY PRIORITY RATING

Leverages supervised machine learning algorithms to calculate the priority of a vulnerability based on the real threat posed.

Key Drivers include



Threat Recency



Threat Intensity



Exploitability



Vulnerability Age



Threat Sources

Cyber Exposure

WHAT DO I NEED TO IDENTIFY CYBER EXPOSURE?

To combine all these things....

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CONFIGURATION
AUDITS
PENETRATOIN TESTS
VULNS



FOCUS ON WHAT MATTERS FIRST

Prioritize based on importance of asset AND
risks posed by vulnerabilities on the asset

VPR + ACR

VULNERABILITY PRIORITY
RATING

Leverage machine
learning and threat
intelligence
to prioritize
vulnerabilities based
on real world risk

ASSET CRITICALITY
RATING

Prioritize assets
based on
indicators of
business value
and criticality

Focus First On What Matters Most



Remediation Guidance

Recommended Workflows

Drill down into specific vulnerabilities and assets for business and technical context to enable more effective remediation.



Business
Context



Technical
Context



Specific
Assets



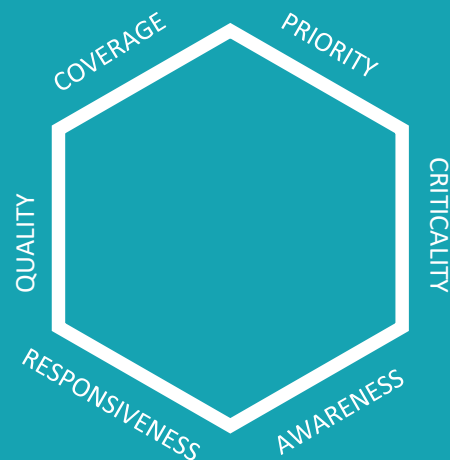
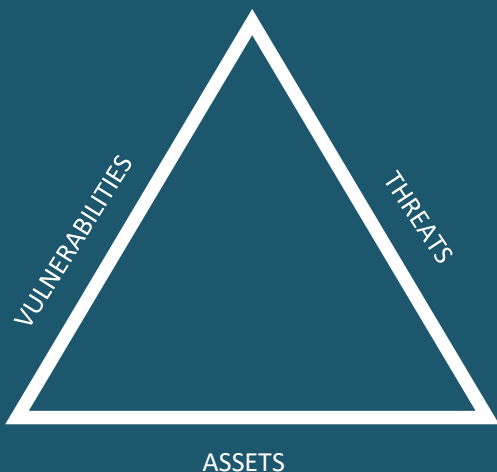
Workflow
Guidance



cyber risk *noun*

\cy•ber'risk \

1. : risk of financial loss, disruption or damage to the reputation of an organization from some sort of failure of its information technology systems
2. : function of :



cyber exposure *noun*

\cy•ber'ex·po·sure\

1. : an emerging discipline for managing and measuring cybersecurity risk
2. : function of :